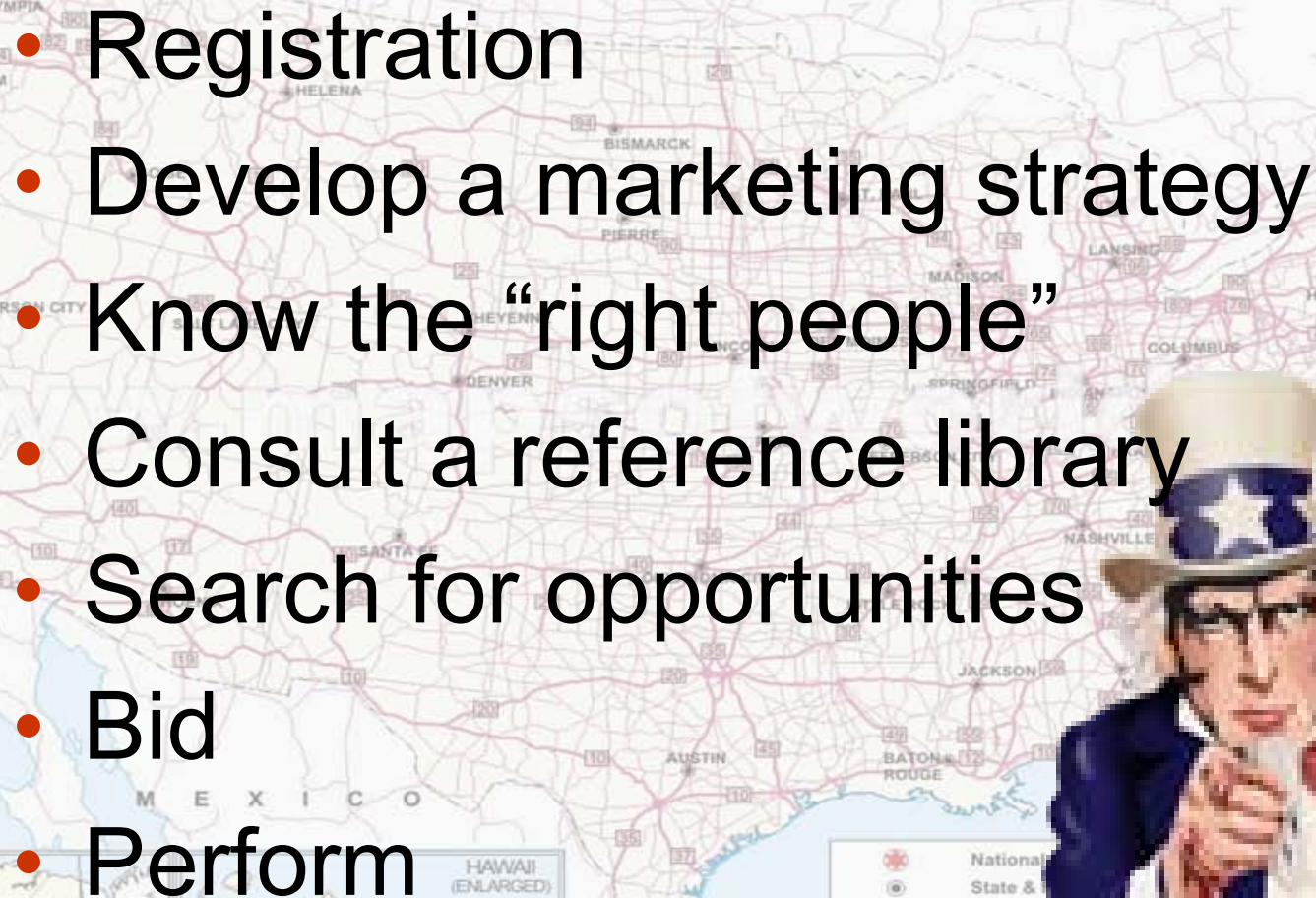


# “Marketing To The Federal Government”

April 27, 2011



# 7 phases of govt contracting - Your Roadmap

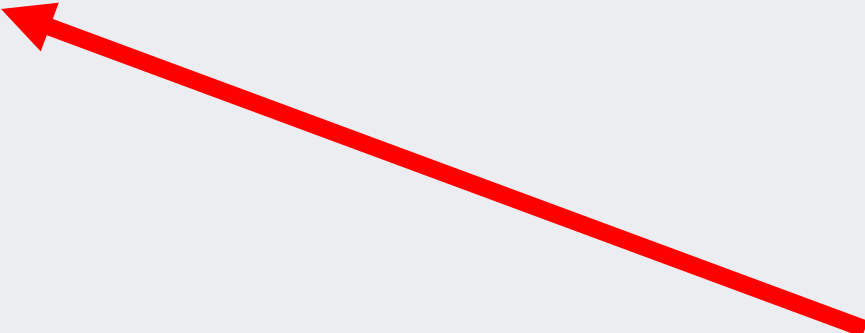
- 
- Registration
  - Develop a marketing strategy
  - Know the “right people”
  - Consult a reference library
  - Search for opportunities
  - Bid
  - Perform



# #1 - Registration

- Determine NAICS
  - [WWW.NAICS.COM](http://WWW.NAICS.COM)

# #1 - Registration

- Determine NAICS
  - Determine FSC and PSC
    - <http://www.outreachsystems.com/resources/tables/pscs/>
- 

# #1 - Registration

- Obtain TIN/EIN
- Size Determination
  - Small vs. Large
  - 13 CFR 121.201
  - [www.sba.gov/idc/groups/public/documents/sba\\_homepage/serv\\_sstd\\_tablepdf.pdf](http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf)
  - Cross-reference NAICS codes

NAICS Codes	NAICS U.S. industry title	Size standards in millions of dollars	Size standards in number of employees
423620	Electrical and Electronic Appliance, Television, and Radio Set Merchant Wholesalers		100
423690	Other Electronic Parts and Equipment Merchant Wholesalers		100
423710	Hardware Merchant Wholesalers		100
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers		100
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers		100
423740	Refrigeration Equipment and Supplies Merchant Wholesalers		100
423810	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers		100
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers		100
423830	Industrial Machinery and Equipment Merchant Wholesalers		100
423840	Industrial Supplies Merchant Wholesalers		100
423850	Service Establishment Equipment and Supplies Merchant Wholesalers		100
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers		100



http://www.sba.gov/idc/groups/public/documents/sba\_homepage/serv\_sstd\_tablepdf.pdf - Microsoft Internet Explorer provided by G1

File Edit Go To Favorites Help

Google G king leonidas Go 4 blocked Check Settings

http://www.sba.gov/idc/groups/public/documents/sb...

Save a Copy Search Select 118% Sign Y!

NAICS Codes	NAICS U.S. industry title	Size standards in millions of dollars	Size standards in number of employees
561510	Travel Agencies <sup>10</sup>	\$3.5 <sup>10</sup>	
561520	Tour Operators <sup>10</sup>	\$6.5 <sup>10</sup>	
561591	Convention and Visitors Bureaus	\$6.5	
561599	All Other Travel Arrangement and Reservation Services	\$6.5	
561611	Investigation Services	\$11.5	
561612	Security Guards and Patrol Services	\$17.0	
561613	Armored Car Services	\$11.5	
561621	Security Systems Services (except Locksmiths)	\$11.5	
561622	Locksmiths	\$6.5	
561710	Exterminating and Pest Control Services	\$6.5	
561720	Janitorial Services	\$15.0	
561730	Landscaping Services	\$6.5	
561740	Carpet and Upholstery Cleaning Services	\$4.5	
561790	Other Services to Buildings and Dwellings	\$6.5	

31 of 42

Unknown Zone

# #1 - Registration

- Obtain TIN/EIN
- Size Determination
- Special Category Determination



# #1 Registration - special categories

- 8(a) certified
- Women-owned business (WOB)
- HUBZone (Historically Under-utilized Business)
- Veteran Owned Small Business (VOSB)
- Service Disabled Veteran Owned Small Business (SDVOSB)

— [www.vip.vetbiz.gov](http://www.vip.vetbiz.gov)



# #1 Benefits for SDVOSB

- Public Law 108-183 – “The Veterans Benefit Act of 2003” signed 11 Nov 2003
- Executive Order signed 20 Oct 2004
- Section 36 amends U.S. Code regarding procurement opportunities for *service-disabled veteran-owned small businesses*
- SDVOSBs will benefit via set-asides or restricted procurements
- 3 % goal for ALL federal agencies

# Self-Representation and Verification

## Self-Representation

- SDVOSB registers in Central Contractor Registration and ORCA
  - Service-disabled Veteran-owned and controlled
    - Small business in applicable NAICS\* code
  - FAR sections 4.1102 and 4.1201

## Verification

- SDVOSB and/or VOSB applies to Center for Veterans Enterprise (appears in VIP database when verified)
  - Service-disabled or other Veteran-owned and controlled
  - Small business size a Small Business Administration issue
  - 38 CFR part 74 and VAAR part 819

\*North American Industry Classification System

# Enhanced Statutory Mandate

## Public Law 111-275 (2010)

- Directed VA to contact all unverified firms registered in VetBiz Vendor Information Pages (VIP) database
- Mandated that only verified firms appear in the database
- Required removal of firms not submitting verification materials within 90 days after receiving VA notice

# Now let's *really* begin the 7 Phases of govt contracting

- **Registration**
- Develop a marketing strategy
- Know the “right people”
- Consult a reference library
- Search for opportunities
- Bid
- Perform



- Federal Central Contractor Registration
- Record all user ID's and passwords
- [www.ccr.gov](http://www.ccr.gov)
- Password after successful registration in CCR
- Protect & safeguard your user name & password
- After registration, you'll be assigned a Commercial and govt Entity (CAGE) Code
- Re-visit CCR to view & record your CAGE
- Great marketing tool

Central Contractor Registration (CCR) - Windows Internet Explorer

https://www.bpn.gov/ccr/

File Edit View Favorites Tools Help

Google Search

Central Contractor Registration (CCR)

CCR Home CCR Search Federal Agency Registration News Release Notes Request Data Access Help

Contractors Grantees International Registrants Small Businesses Security Notes

**Quick Links**

- [Dynamic Small Business Search](#)
- [ORCA](#)
- [SBA](#)
- [Request DUNS Number](#)
- [Federal Business Opportunities](#)



## Welcome to Central Contractor Registration (CCR)

**Central Contractor Registration (CCR)** is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores and disseminates data in support of agency acquisition missions. [Learn more about CCR Policy and Background.](#)

### Existing CCR Users

Log in to CCR

User ID:

Password:

[Log In](#)

[Forgot Password](#) [Forgot User ID](#)

---OR---

### New CCR Users

What you need to register

1. DUNS Number
2. Tax Identification Number (TIN) and Taxpayer Name
3. Statistical Information about your business
4. Electronic Funds Transfer (EFT) Information

[View Detailed Descriptions International Registrants](#)

[Start New Registration](#)

Note: New registrations usually take 1-2 business days to process once completed by the vendor.





**NEWS FLASH: Recovery vendors must register in FederalReporting.gov (see News).**

CCR Home CCR Search Federal Agency Registration News Release Notes Request Data Access Help

Contractors Grantees International Registrants Small Businesses Security Notes 632,772 Active Registrants

#### Quick Links

[Dynamic Small Business Search](#)

[ORCA](#)

[SBA](#)

[Request DUNS Number](#)

[Federal Business Opportunities](#)

## CONTRACTORS

If you are a business interested in doing business with the U.S. Federal Government, you must be registered in CCR. To view details on who must register in CCR, read the [CCR Registration Policy](#).

**NOTE TO GOVERNMENT CONTRACTORS: IT IS THE RESPONSIBILITY OF EACH CONTRACTOR TO REVIEW AND UPDATE THIS SITE WITH THE MOST CURRENT INFORMATION. VARIOUS GOVERNMENT AGENCIES USE THIS SITE FOR ACCURATE COMPANY INFORMATION AND EMAIL ADDRESSES FOR CONTRACTS AND PAYMENTS.**

Go to the [CCR home page](#) to create or update your CCR registration.

For more information, you may reference any of the following:

[CCR User's Guide](#)

[Frequently Asked Questions](#)

## Novation Agreements

CCR does not replace the paper process required by the FAR for novation agreements. If your company has merged, split, or simply changed its name, you must alert your contracting officer to accomplish a novation modification on any current contracts. This is an important step, as your payment on current contracts could be negatively impacted if the novation process is not completed. Please contact your contracting officer for details. Additionally, please note that any changes made to your company name in CCR when you have open contracts require contacting your contracting officer for a Novation Agreement.



**NEWS FLASH: Recovery vendors must register in FederalReporting.gov (see [News](#)).**

CCR Home | CCR Search | Federal Agency Registration | News | Release Notes | Request Data Access | Help

Contractors | Grantees | International Registrants | Small Businesses | Security Notes | **632,772 Active Registrants**

**Quick Links**

[Dynamic Small Business Search](#)  
[ORCA](#)  
[SBA](#)  
[Request DUNS Number](#)  
[Federal Business Opportunities](#)



## CCR User's Guide

- Detailed documentation on the Central Contractor Registration process


[CCR User's Guide - PDF](#) 


[CCR User's Guide - MS Word](#) 


## CCR Registration Screenshots

- Step-by-step screen shots of the registration process

[CCR New Registration Screenshots](#) 

[CCR New Registration Screenshots](#) 

[CCR Renewal/Update Screenshots](#) 

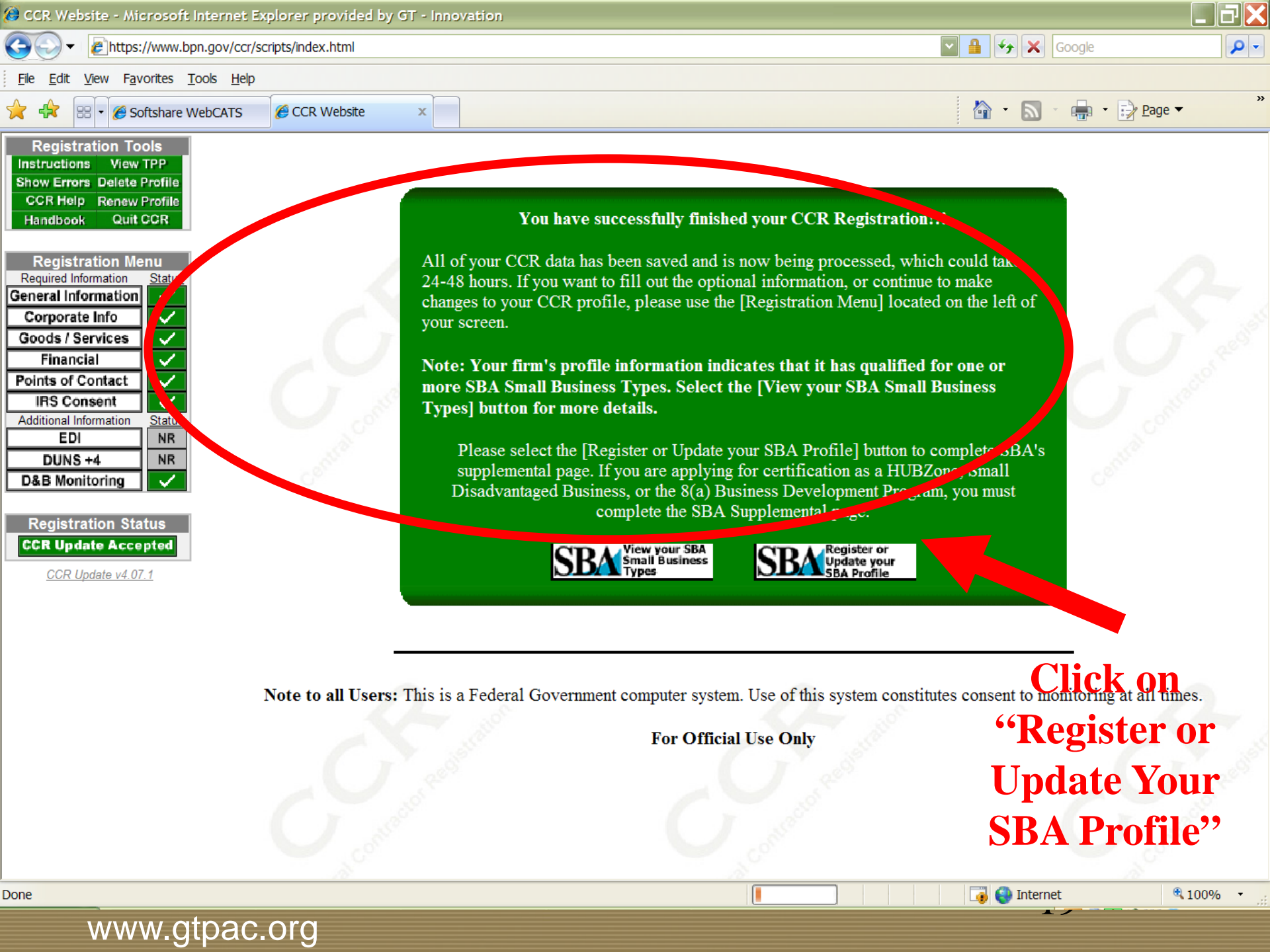
[CCR Renewal/Update Screenshots](#) 

Can't find the information you are looking for? The [CCR Online Help Document](#) has screen shots and information on registration issues.



# #1 CCR tips

- Know **ALL** your data (DUNS Number, TIN, EFT, NAICS, etc)
- Click on "Start New Registration".
- When prompted, enter your DUNS and continue.
- [Create a User Account](#) which will allow you to sign in to CCR using a User ID and Password. **NEVER GIVE THIS AWAY.**
- Provide all mandatory data and all applicable optional info.
- Click "Validate/Save Data" when finished entering all your info on each page.
- Your registration should become active within 1-2 business days, due to IRS validation.
  - *Allow at least 2 business days to complete your CCR if you are using a TIN.*
  - *Allow at least 8 business days to complete your CCR if you have to apply for a TIN with IRS.*



#### Registration Tools

- Instructions
- View TPP
- Show Errors
- Delete Profile
- CCR Help
- Renew Profile
- Handbook
- Quit CCR

#### Registration Menu

Required Information	Status
General Information	✓
Corporate Info	✓
Goods / Services	✓
Financial	✓
Points of Contact	✓
IRS Consent	✓
Additional Information	Status
EDI	NR
DUNS +4	NR
D&B Monitoring	✓

#### Registration Status

CCR Update Accepted

CCR Update v4.07.1

### You have successfully finished your CCR Registration...

All of your CCR data has been saved and is now being processed, which could take 24-48 hours. If you want to fill out the optional information, or continue to make changes to your CCR profile, please use the [Registration Menu] located on the left of your screen.

**Note: Your firm's profile information indicates that it has qualified for one or more SBA Small Business Types. Select the [View your SBA Small Business Types] button for more details.**

Please select the [Register or Update your SBA Profile] button to complete SBA's supplemental page. If you are applying for certification as a HUBZone, small Disadvantaged Business, or the 8(a) Business Development Program, you must complete the SBA Supplemental page.



**Note to all Users:** This is a Federal Government computer system. Use of this system constitutes consent to monitoring at all times.

For Official Use Only

**Click on  
"Register or  
Update Your  
SBA Profile"**

SBA Supplemental Pages for LUBIN ENTERPRISES INC - Microsoft Internet Explorer provided by GT - Innovation

https://pro-net.sba.gov/pro-net/update/dsp\_editprofile.cfm?CFID=936542&CFTOKEN=29aff6de871cd948-4D4BC7FD-AE4E-FB03-A27445D2EA7BA

File Edit View Favorites Tools Help

Software WebCATS SBA Supplemental ...

U.S. Small Business Administration  
**SBA**  
Your Small Business Resource

Search Exit Help

Update SBA Profile

Switch to Text Only  
Switch to No Frames

Expand Collapse

SBA Supplemental Pages

- Orientation/Help
- Mandatory Data
- Identification Data
  - From CCR
  - Other Web Presence
- Organization, Ownership and Control
  - From CCR and SBA
  - Updatable by Firm
- Products & Services
  - General
  - Export Profile
- References, Federal Government
  - New Federal Reference
- References, Other
  - New Other Reference
- End

Welcome LUBIN ENTERPRISES INC

Orientation/Help

## Welcome to the SBA Supplemental Pages

Since your profile was last updated on 04/16/2005, your profile has been viewed by searchers times. Since 03/14/2001 (the date access counts began), your profile has been viewed by searchers a total of times. (This information can be used to gauge your profile's effectiveness at attracting searchers to learn more about your firm.)

## The SBA supports Small Businesses

Your firm is eligible to register with the U.S. Small Business Administration's central on-line registry of small businesses, if:

1. It is a small business, as defined below; and
2. It has not been debarred or suspended from furnishing materials, supplies or services to the Federal Government.

NOTICE: The Small Business Act provides severe penalties on parties who knowingly misrepresent their status as a "small business concern" in order to obtain for oneself or another certain Federal contracts or subcontracts. Such penalties include fines of not more than \$500,000 or imprisonment for not more than 10 years, or both; administrative remedies prescribed by the Program Fraud Civil Remedies Act of 1986 (31 U.S.C. 3801-3812); and suspension and debarment as specified in subpart 9.4 of title 48, Code of Federal Regulations (or any successor regulation) (see 15 U.S.C. 645 16(d)). Before submitting this registration, you will be asked to certify that your business is a small business and that you are aware of the penalties for misrepresenting small business status.

### Definition of a Small Business

Title 13 of the Code of Federal Regulations, Part 121 states that a small business is one that:

1. Is organized for profit;

> FirstGov > E-Gov > Regulations.gov > White House  
\* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

Done

Internet 100%

Once Fully Registered in the CCR...



Central Contractor Registration (CCR) - Windows Internet Explorer

https://www.bpn.gov/ccr/

File Edit View Favorites Tools Help

Google Search


Central Contractor Registration (CCR)

CCR Home CCR Search Federal Agency Registration News Release Notes Request Data Access Help

Contractors Grantees International Registrants Small Businesses Security Notes

**Quick Links**

- Dynamic Small Business Search
- ORCA
- SBA
- Request DUNS Number
- Federal Business Opportunities



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[Forgot Password](#) [Forgot User ID](#)

---OR---

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What you need to register

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2. Tax Identification Number (TIN) and Taxpayer Name
3. Statistical Information about your business
4. Electronic Funds Transfer (EFT) Information

[View Detailed Descriptions International Registrants](#)

Note: New registrations usually take 1-2 business days to process once completed by the vendor.





## CCR Search

Home | Contractors | Grantees | International Registrants | Small Businesses | Help | **466392 Active Registrants**

Search Results Detail

Start New  
Registration

Update or  
Renew  
Registration

Search CCR

Dynamic  
Small  
Business  
Search

Request  
Access to  
CCR Data

Security  
Notice



### Simple Search

As of the July 30, 2008 release (4.08.2), CCR-registered vendors may elect not to display their registration in the CCR/FedReg Public Search. Federal government users may still view all registrations from a .mil, .gov or .fed.us domain.

[Clear Search Criteria](#)

DUNS Number:  PLUS 4:

CAGE Code:  [CAGE Code Search](#)

Search

### Advanced Search

Company Name:  [Note](#)

NAICS Code:  [NAICS Code Search](#)

☐ Small Business (by NAICS code)



## CCR Search

[CCR Home](#)[Search CCR](#)[Register in CCR](#)[Simple Search](#)[Advanced Search](#)[Results](#)[Detail](#)

### CCR Detail Search Results

[Send To Printer](#)

**Current Registration Status:** Registration expired on 08/24/2006; Registration inactive.

**DUNS:** 025134458

**DUNS PLUS4:**

**CAGE/NCAGE:** 1RN06

**Legal Business Name:** GEORGIA INSTITUTE OF TECHNOLOGY

**Doing Business As (DBA):** THE GEORGIA PROCUREMENT ASSISTANT CENTER

**Division Name:**

**Division Number:**

**Company URL:**

**Physical Street Address 1:** 151 OSIGIAN BLVD

**Physical Street Address 2:**

**Physical City:** WARNER ROBINS

**Physical State:** GA

**Physical Zip / Postal Code:** 31088-0001



CCR Home CCR Search Federal Agency Registration News Release Notes Request Data Access Help

Contractors Grantees International Registrants Small Businesses Security Notes

#### Quick Links

[Dynamic Small Business Search](#)  
[ORCA](#)  
[SBA](#)  
[Request DUNS Number](#)  
[Federal Business Opportunities](#)



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Password:

Log In

[Forgot Password](#) [Forgot User ID](#)

---OR---

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3. Statistical Information about your business
4. Electronic Funds Transfer (EFT) Information

[View Detailed Descriptions](#)  
[International Registrants](#)

Start New Registration

Note: New registrations usually take 1-2 business days to process once completed by the vendor.

SBA - Dynamic Small Business Search - Windows Internet Explorer

http://dsbs.sba.gov/dsbs/search/dsp\_dsbs.cfm

File Edit View Favorites Tools Help

Google Search

SBA - Dynamic Small Business Search

U.S. Small Business Administration  
**SBA**  
Your Small Business Resource

Print Exit Help

DSBS Quick Market Search

**DSBS** Welcome to the Dynamic Small Business All search form hotlinks open a new browser

**NEW** NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:  
Use the "Quick Market Search" button above to go to the **Quick Market Search**

**This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.**

**Location of Firm:**  
State(s):  
(How to make multiple selections.)

(any state)  
AL - Alabama  
AK - Alaska  
AA - American Atlantic (APO/FPO)  
AE - American Europe (APO/FPO)  
AP - American Pacific (APO/FPO)  
AS - American Samoa

Congressional District:   
(Requires exactly one state from the list at left.)  
2-digit numeric (leading 0 if 1 digit),  
or AL for At Large

County:  Select 1 State, then press Lookup

Last modified: 07/13/2004 12:00:00 AM

> FirstGov > E-Gov > Regulations.gov > White House  
\* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

SBA Processing: 0.101 seconds Version: Small Business Source System 7.0.1

Internet 100%

## Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.  
(This [Return to CCR Home Page](#) hotlink does not.)

**This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.**

[Privacy Statement](#)

[Help](#)

**State(s):**

[\(How to make multiple selections.\)](#)

GA - Georgia	
GU - Guam	
HI - Hawaii	
ID - Idaho	
IL - Illinois	
IN - Indiana	
IA - Iowa	
KS - Kansas	
KY - Kentucky	
LA - Louisiana	

**Congressional District:**

*(Requires exactly one state from the list at left.)*  
2-digit numeric (leading 0 if 1 digit),  
or AL for At Large

**County Code:**

*(Requires exactly one state from the list at left.)*  
3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

## Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.  
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[Privacy Statement](#)

[Help](#)

**State(s):**

[\(How to make multiple selections.\)](#)

GA - Georgia	^
GU - Guam	
HI - Hawaii	
ID - Idaho	
IL - Illinois	
IN - Indiana	
IA - Iowa	
KS - Kansas	
KY - Kentucky	
LA - Louisiana	v

[Congressional District:](#)

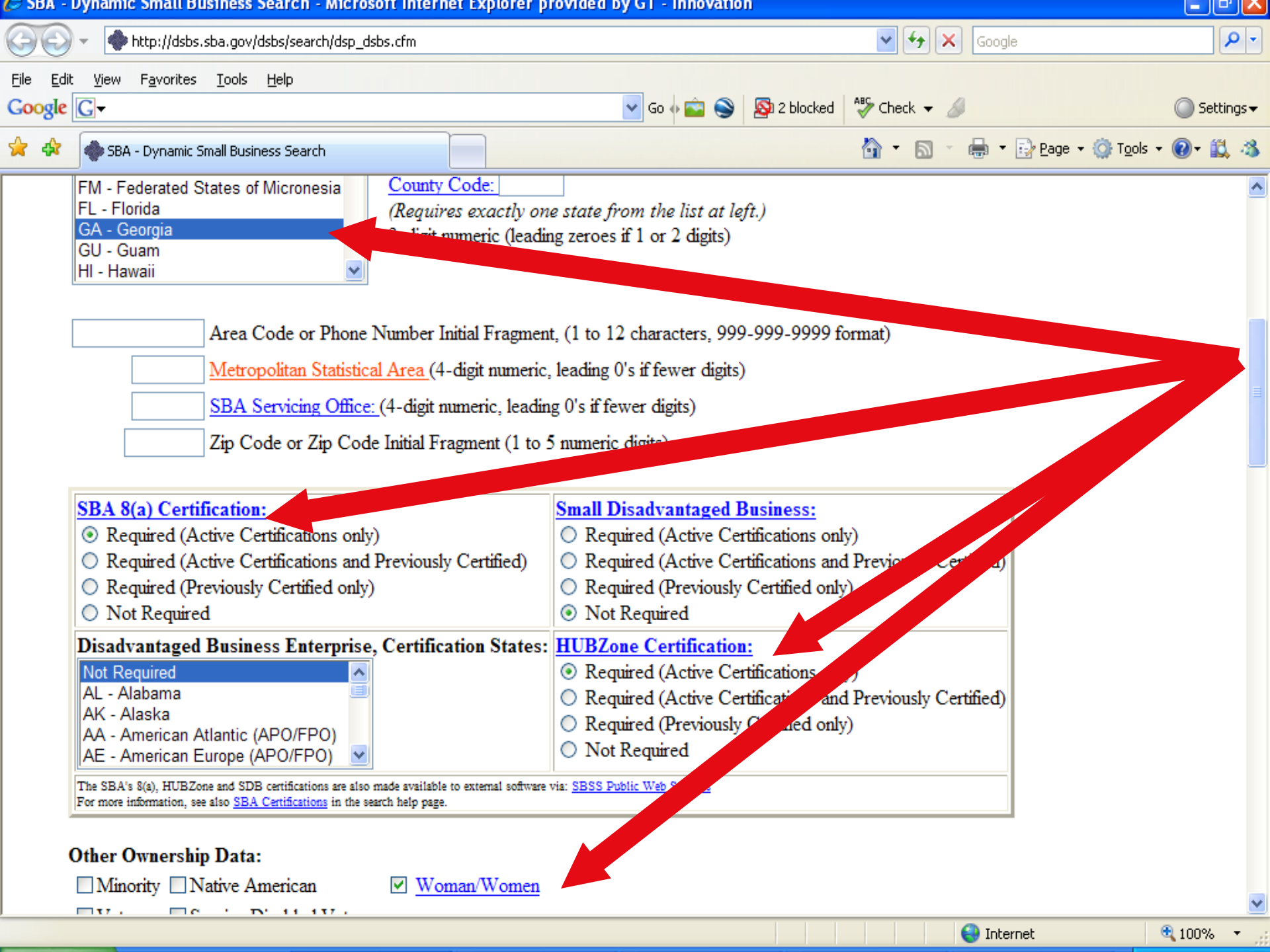
*(Requires exactly one state from the list at left.)*  
2-digit numeric (leading 0 if 1 digit)  
or AL for At Large

[Zip Code:](#)

*(Requires exactly one state from the list at left.)*  
3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)







http://dsbs.sba.gov/dsbs/search/dsp\_firmlist.cfm?RequestTimeout=180

Google

Edit View Favorites Tools Help

Go

2 blocked

Check

Settings

SBA Search Results

Page

Tools

## SBA Search Results

[Privacy Statement](#)

### Table Listing, where

the firm is active in searches;  
the firm resides in: 'GA';  
the firm is owned by a woman or women;  
the firm is currently 8(a)-certified;  
the firm is currently HUBZone-certified;  
and randomized by original start time of search: 2007-01-16 10:35:37 AM.

Validation took 0.01 seconds. The count and search queries took 0.94 seconds and 2.90 seconds, respectively.

Displaying firms 1 - 23 (of 23 firms matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	<a href="#">HOLLAND AND HOLLAND INC</a>	GAIL HOLLAND	1728 HODGES ST HINESVILLE, GA 31315	General Construction Building, demolition, roofing, paving, excavation
2	<a href="#">BROWN &amp; PIPKINS LLC</a> ACSENTIAL	DEIDRE F. BROWN	2859 FAIRBURN RD SW ATLANTA, GA 30331-6008	AcTECH provides Advertising, Meeting Management, Custom Graphic Design, Marketing Research & Testing, Public Health Initiatives, Public Information Services, Social Marketing. AcTECH provides information technology & professional engineering.
3	<a href="#">MARATHON INC</a>	NAYA POWELL	130 BELMONTE DR	Marathon, Inc is a single source provider of Furniture and Facilities Management Services providing quality services, including Furniture; Signage; Systems Furniture; & Industrial Supplies.

# ORCA Home Page

[Home](#) | [Search](#) | [FAQs](#) | [Help](#) | [Security Notice](#)

## Welcome to the Online Representations and Certifications Application (ORCA)

ORCA is an e-Government initiative that was designed by the Integrated Acquisition Environment (IAE) to replace the paper based Representations and Certifications (Reps and Certs) process.

### Please login to add or update your ORCA record

DUNS Number

+4 (if applicable)

MPIN

**NOTE:** [Click here](#) to learn how to create your MPIN.

### Search current ORCA Record

DUNS Number

+4 (if applicable)

[Click Here](#) for Archive Search

Integrated Acquisition Environment



### Other Links

[Small Business Administration \(SBA\)](#)
[The U.S. Government's Official Web Portal \(USA.gov\)](#)

[Central Contractor Registration.gov \(CCR\)](#)
[Business Partner Network \(BPN\)](#)
[FAC 01-26](#)


The ORCA website is designed to be used with Internet Explorer 6.0 or Netscape 7.x  
NOTE: Session will terminate after 20 minutes of inactivity.  
[Click Here](#) for feedback or comments form.

# Now let's continue the 7 Phases of govt contracting

- Registration
- **Develop a marketing strategy**
- Know the “right people”
- Consult a reference library
- Search for opportunities
- Bid
- Perform





## #2 Develop marketing strategy

- ID & target only key buying activities
- Visit small biz specialist, buyers & end users
- Always take promotional material
- Determine procurement cycle
- Develop & have brochures / line cards / business cards
- Periodically re-visit buying activities
- Attend trade shows

# Now let's continue the 7 Phases of govt contracting

- Registration
- Develop a marketing strategy
- **Know the “right people”**
- Consult a reference library
- Search for opportunities
- Bid
- Perform

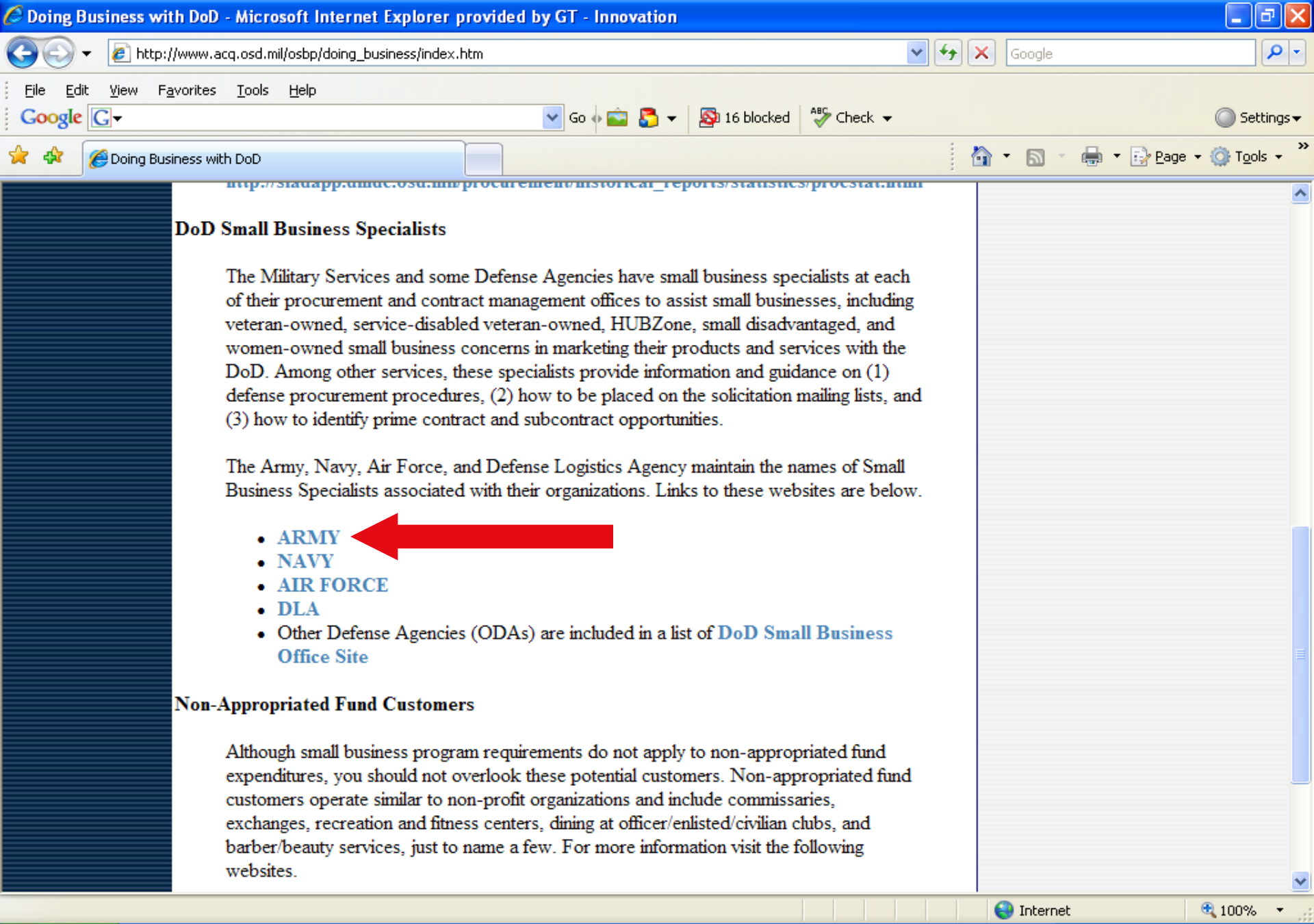





## #3 Know the “right people”

- Small Business Specialist
  - Office of Small Business Programs (OSBP)
  - Acts as liaison between supplier and buyer
  - Does not buy anything
  - Your conduit to technical person or buyer
  - Communication protocol
- Find at...
  - [www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)








## OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

**Stay Informed**

LEARN HOW TO DO Business with the **ARMY**



**BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS**

[Home](#) [Business Opps](#) [Register](#) [Tools](#) [Locations](#) [Login](#) [Search](#)

- MENTOR-PROTÉGÉ
- WOMAN OWNED
- 8(A) / SDB
- HBCU / MI
- VETERAN OWNED / SERVICE DISABLED
- HUBZONE
- SMALL BUSINESS
- SUB CONTRACTING

### Army Small Business Specialist Search

SELECT ARMY SMALL BUSINESS SPECIALISTS FOR:



To search by State click on the map above. To search multiple States or Macoms, please use the search fields below. Hold Cntrl key on your keyboard to select multiple states or Macoms. Searches by multiple critia may also be conducted using the search function below.

Print | Close Window

## ARMY Small Business Specialist Search

Click table headers to sort columns by alpha/numeric order

Page 1 of 1

[First Page] [Previous Page] [Next Page] [Last Page]

1					
Macom	Command	OFC Code	Contact	Email	Address/Telephone
ACA	Army Contracting Agency, Directorate of Contracting, Fort Benning	SFCA-SR-BE	Ms. Darlene Brakefield	Brakefielddd@benning.army.mil	Bldg 6, Rm 207, Meloy Hall Fort Benning Georgia 31905-5179 Ph:706-545-7402 Fax:706-545-7825
ACA	Army Contracting Agency, Directorate of Contracting, Fort Gordon	SFCA-SR-GO	Ms. Clara Hale	clara.hale@gordon.army.mil	419 B St, Bldg 291718, Winship Hall, Rm 317 Fort Gordon Georgia 30905-5110 Ph:706-791-1808 Fax:706-791-3896
ACA	Army Contracting Agency, Southern Region Contracting Center	SFCA-SR-CC	Ms. Gwen Miles	milesg@forscom.army.mil	1301 Anderson Way, SW, Bldg 131 Fort McPherson Georgia 30330-1096 Ph:404-464-2746 Fax:404-464-3470
ACA	HQ Army Contracting Agency, Southern Region	SFCA-SR-SB	Mr. Jerry Blaydes	blaydesj@forscom.army.mil	1301 Anderson Way, SW, Bldg 130 Fort McPherson Georgia 30330-1096 Ph:404-464-2790 Fax:404-464-1676
ACA	Army Contracting Agency, Directorate of Contracting, Fort Stewart	SFCA-SR-ST	Ms. Dale Williams	dale.williams@stewart.army.mil	1042 William H. Wilson Ave Fort Stewart Georgia 31314-5000 Ph:912-767-8430 Fax:912-767-2966
ACE	U.S. Army Engineer District, Savannah	CESAS-DB	Ms. Leila Hollis	Leila.Hollis@usace.army.mil	100 Oglethorpe Street Savannah Georgia 31402-0889 Ph:912-652-5340 Fax:912-652-5828
ACE	U.S. Army Engineer Division, South	CESB	Ms. Antwinette Goodman	Antwinette.L.Goodman@cad01.usace.army.mil	60 Forsyth St. SW, Rm 0M15

# Now let's continue the 7 Phases of govt contracting

- Registration
- Develop a marketing strategy
- Know the “right people”
- **Consult a reference library**
- Search for opportunities
- Bid
- Perform





## #4 Consult reference library

- Federal Acquisition Regulation (FAR)
  - [www.arnet.gov/far/index.html](http://www.arnet.gov/far/index.html)
- Defense Federal Acquisition Regulation Supplement (DFARS)
  - [akss.dau.mil/jsp/default.jsp](http://akss.dau.mil/jsp/default.jsp)
- Code of Federal Regulations (CFR)
  - [www.access.gpo.gov/nara/cfr/cfr-table-search.html](http://www.access.gpo.gov/nara/cfr/cfr-table-search.html)

# Now let's continue the 7 Phases of govt contracting

- Registration
- Develop a marketing strategy
- Know the “right people”
- Consult a reference library
- **Search for opportunities**
- Bid
- Perform







## #5 Search for opportunities

- Federal Business Opportunities (FedBizOpps)
  - Procurement Notices
  - Contract Awards
  - Subcontract Leads
  - Sales of Surplus Property
  - Foreign Business Opportunities
- [www.fbo.gov](http://www.fbo.gov) (primary)
- [www.fedbizopps.gov](http://www.fedbizopps.gov) (secondary)

# FEDBIZOPPS.GOV

Federal Business Opportunities



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Search more than **35,500\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

\* Notices posted within the last 90 days.



#### DID YOU KNOW?

Registered vendors and citizens can save searches and receive search results via daily email.

## Buyers / Engineers

Government users may post, manage, and award opportunities.

## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.



FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)

[SEARCH RECOVERY AWARDS](#)

#### FBO RECOVERY REPORTS

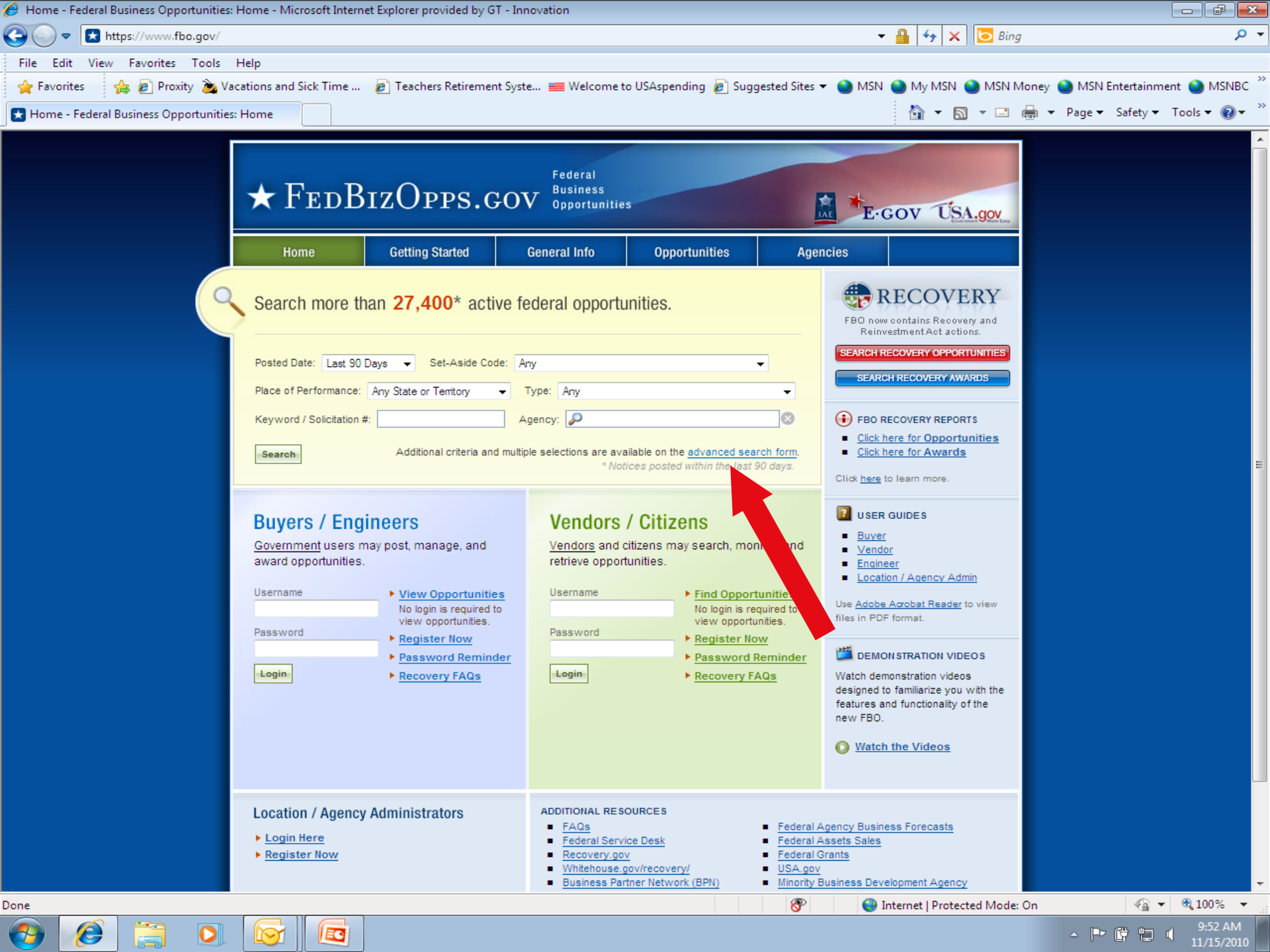
- [Click here for Opportunities](#)
- [Click here for Awards](#)

Click [here](#) to learn more.

#### USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.



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## Search For Opportunities

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Opportunities List

Advanced Search

Archives

## Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

[Return To Opportunities List](#)

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

Delaware  
District of Columbia  
Florida  
Georgia  
Guam

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- ☐ Active Documents
- ☐ Archived Documents
- ☒ Both

Set-Aside Code:

[More information about Set-Aside Codes](#)

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Competitive 8(a)        | <input type="checkbox"/> Partial HBCU / MI                             | <input type="checkbox"/> Total HBCU / MI                 |
| <input type="checkbox"/> Emerging Small Business | <input type="checkbox"/> Partial Small Business                        | <input checked="" type="checkbox"/> Total Small Business |
| <input type="checkbox"/> HUBZone                 | <input type="checkbox"/> Service-Disabled Veteran-Owned Small Business | <input type="checkbox"/> Veteran-Owned Small Business    |
| <input type="checkbox"/> Very Small Business     |  |  |

Opportunity/Procurement Type:

- |  |  |   |
|--|--|---|
| <input checked="" type="checkbox"/> Presolicitation                            | <input checked="" type="checkbox"/> Combined Synopsis/Solicitation | <input checked="" type="checkbox"/> Sources Sought        |
| <input checked="" type="checkbox"/> Modification/Amendment/Cancel              | <input type="checkbox"/> Sale of Surplus Property                  | <input type="checkbox"/> Special Notice                   |
| <input type="checkbox"/> Foreign Government Standard                           | <input checked="" type="checkbox"/> Award Notice                   | <input type="checkbox"/> Justification and Approval (J&A) |
| <input checked="" type="checkbox"/> Intent to Bundle Requirements (DoD-Funded) |  |   |

Agency/Office/Location(s)\*:

- ☒ All Agency/Office/ Locations ☐ Specific Agency/Office/ Locations



Internet | Protected Mode: On



# #5 GTPAC's bid match service



- Automatic electronic searching of over 1000 federal, state, and local govt sites
- Website surfing “**not required**”
- Requires identification of key words, FSC/PSC codes, and NAICS codes
- Can be filtered by area, regions, or states
- E-mail required, multiple addressee capability
  - [www.outreachsystems.com/cats/bidmatch/profiles](http://www.outreachsystems.com/cats/bidmatch/profiles)
  - [gtpac.org/Default.aspx?tabid=1789](http://gtpac.org/Default.aspx?tabid=1789)



# Review of GTPAC assistance

- Visit - [www.gtpac.org](http://www.gtpac.org)
- Training
- Bid match service
- Paperwork assistance
- Procurement history
- Reference library
- E commerce assistance
- One-on-one counseling
- Service provided at **NO COST**

